

CC: Nick
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RJR TOBACCO Inter Office Memo

J. M. Piscitelli
National Manager

2 *via fax* ... 4 ... *page(s)*

DATE: September 8, 1995

To: R. C. Farmer ✓
R. F. Kane ✓
J. R. Loflin ✓
P. E. Schmidt ✓
M. A. Young

SUBJECT: FIRST HALF 1995 SHARE OF CATEGORY

Forthcoming is a list of all Forsyth and Peer Customers that were under my accountability prior to the latest restructure. Please distribute this listing to the appropriate managers within your region that are now responsible for these accounts.

On the Forsyth contracted customer list only two are pending (Country Fair and Revco). These will be processed as soon as I obtain correct information. All Peer Customers and contracted Forsyth Direct Accounts were paid the guaranteed minimum of 40 cents Share of Category rate for the first half 1995. If they achieved over 40% Share of Category they were paid one cent per share up to 50 cents.

SUBJECT: MONTHLY GRAPHS/ACCRUAL REPORTS

As you are aware, each month I forward to each Contracted and Peer Customer a report showing a year historical sales as well as up-to-date accrual information. Effective September 1, 1995, I will no longer forward those graphs to our customers or to the managers. If you wish to continue with this valuable report it will have to be generated by the Region Office or the ROU. Next week, under separate cover, your Region Office will receive two (2) diskettes with graphs in Powerpoint 3.0 and accrual information through July 31, 1995. Since I do not have up-to-date information on where all accounts have been assigned you can simply delete those that do not reside in your region. All information required to update these graphs is available through SIS.

Based on my new accountabilities I will continue to fax graphs and up-to-date accrual information to the following accounts; BP, Cumberland, P&C, Riverside, Sun, Sheetz and Wawa.

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PLEASE REMIND ALL YOUR MANAGERS THAT EFFECTIVE WITH THIS
REALIGNMENT THEY MUST FOLLOW THROUGH ON ALL PEER CUSTOMERS AND
FORSYTH CONTRACTED CUSTOMERS DURING THEIR NORMAL COVERAGE.

As before, I will certainly assist any of your managers on any Forsyth issues.

If you or any of the managers have any questions, please feel free to contact me.

cc: D. L. Wilmesher
J. S. Panner
Don Fitzgerald
Gwen Scott

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ACCOUNT	BRAND	REP'S NAME	QTY	QTY INB	PERCENT	DOLLARS	DATE
					ACHIEVED	EARNED	
ACME MARKETS INC.	LEGEND	Morris	1340	71,273	78%	35,636.50	8/4/95
S. W. ALBRECHT	VALU-TIME	Wright	1728	13,797	43%	3,449.25	8/8/95
WATER BROS.	SLIM PRICE	Miskewycz	1644	5,972	26%	2,388.80	9/4/95
ASSOCIATED WHOLESALE	SLIM PRICE	Battle/Herlihy?	1326	5,040	20%	2,016.00	9/4/95
BLAIR CANDY	SLIM PRICE	Abrahamson	1740	1,620	15%	648.00	9/4/95
COAST CIGARETTES	SLIM PRICE	DeJong	1334	120	30%	48.00	9/4/95
COUNTRY FAIR	COURIER	MacWilliams	1644				
DERIGO SALES, INC.	QUALITY SMOKES	Duszynski	1610	10,020	42%	4,208.40	9/4/95
DISCOUNT DRUG INC.	QUALITY SMOKES	MacWilliams	1644	17,822	33%	4,455.50	8/8/95
EXPRESS MART	PILOT	Cook	1642	10,996	73%	9,688.00	8/7/95
FIRST NATIONAL	PILOT	MacWilliams	1644	32,538	47%	8,134.50	8/8/95
GIANT - CARLISLE	VALU TIME	Moser	1742	80,786	56%	20,196.50	8/8/95
GO-MART	TEMPO	?	1736	76,208	49%	19,052.00	8/8/95
GOLUB (PRICE CHOPPER)	FOCUS	Duszynski	1643	2,820	35.90%	705.00	8/8/95
JOS. H. STOMEL	DIRECTOR'S CHOICE	Noonan	1334	19,080	22%	7,632.00	9/4/95
KINNEY DRUG	BEACON	Cook	1642	8,039	50%	2,009.75	8/8/95
LONG ISLAND CONSRT.	VALUE PRIDE	Moulton	1644	2,311	36%	\$577.75	8/8/95
MOI, INC. (MARC'S)	TEMPO	Miskewycz	1644	47,900	65%	23,950.00	8/8/95
M & S CANDY AND TOBACCO	FOCUS	Miskewycz	1644	12,400	40%	4,962.00	9/4/95
MILLER & HARTMAN CO. (KY.)	MONACO	Murley	6842	21,086	35%	8,438.40	9/5/95
MILLER & HARTMAN CO. (PA.)	MONACO	Morris	1326	1,740	61%	870.00	9/4/95
NICE 'N EASY	TEMPO	Schwalm	1642	19,580	70%	9,780.00	8/8/95
P & C SUPERMARKETS	VALU-TIME	Cook	1642	45,180	68%	22,590.00	8/8/95
P & C SUPERMARKETS	EXTRA VALUE	Cook	1642		Included with Valu-Time		
PHARMOR	SLIM PRICE	Varde	1740	20,455	46%	5,113.75	8/8/95
PORT'S PETROLEUM (FUEL MART)	SLIM PRICE	Wright	1728	40,199	62%	20,099.50	8/8/95
QUICKCHEK	COURIER	Kuruc	1240	36,303	77%	18,161.50	8/8/95
REXCO	BRENTWOOD	Varde	1740				
RISER FOODS/AMERICAN SEAWAY	VALUE PRIDE	MacWilliams	1644	30,780	52%	15,390.00	8/8/95
RIVERSIDE SUPERMARKETS	EXTRA VALUE	Moser	1742	85,620	50%	42,810.00	8/8/95
S & H CO./GIANT EAGLE	MONACO	Varde	1740	119,462	62%	59,731.00	8/8/95
SHIETZ, INC.	JACKS	Varde	1740	1,116,080	88%	538,040.00	9/0/95
CHARLES M. SLEDD	SLIM PRICE	Varde	1732		NO PAYMENT DUE		
SUGAR CREEK	TEMPO	Cook	1642	17,846	71%	6,923.00	8/8/95
SUN COMPANY INC.	CIMARRON	Morris	1340	370,069	82%	185,034.50	8/8/95
SUPER RITE FOODS, INC.	CAVALIER	Moser	1742	12,989	45%	5,845.05	9/4/95
THRIFT DRUG	BEACON	Varde	1740	17,880	39%	4,470.00	8/8/95
TRIPFOODS	PRICE MASTER	Duszynski	1610	10,118	36%	4,047.20	9/4/95
TURKEY HILL	SUNDANCE	Morris	1340	149,866	85%	74,933.00	8/8/95
UNI-MART	SEBRING	Moser	1742	144,999	76%	72,499.50	8/8/95
VICTORY MARKETS	VALU-TIME	Duszynski?	1643		NO PAYMENT		
WAKEFERN	WORTH	Kuruc	1240	16,140	62%	8,070.00	8/8/95
WAWA	JACKS	Morris	1340	584,147	80%	292,073.50	8/8/95
WEIS MARKETS, INC.	TRI BRAND	Moser	1742	281,940	93%	140,970.00	8/8/95
L. F. WIDMANN	PILOT	Moser	1742	13,140	76%	6,570.00	8/0/95

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